Span SAP Cloud Services

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About Span

- **Digital Solution Provider** company, based in Croatia, with offices in Slovenia, UK, USA, Azerbaijan, Switzerland, Ukraine and Germany
- Since **1993**, we design, develop and manage **IT systems** based on Microsoft technologies
- Thousands of customers in **100** countries on **5** continents
- **Microsoft Gold Certified Partner** with **LSP** status for EU/EFTA/Ukraine/Azerbaijan + BS and CIS
- **SAP Silver partner** with great expertise in **SAP Technical Services**

500+ employees

€48 mil revenues in 2018

>15% growth YoY

+10,000/mo resolved incidents and Customer requests

58% of International revenues

60+% of recurring revenues

Leading Microsoft partner in the region

4 major operational segments:

- Solution Consulting Services (Infrastructure)
- Service & Solution Management (Support)
- Span Software Solutions (Software Development)
- Software Asset Management and Volume Licensing

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Business Challenges

- SAP Standard support for Business Suite ends 2027:

https://support.sap.com/en/release-upgrade-maintenance/maintenance-information/maintenance-strategy/s4hana-business-suite7.html

- Current issues with SAP ECC:
  - Complex data model
  - High TCO
  - Slow innovation
  - Hard to perform updates and upgrades
  - Performance issues/obsolete equipment
  - Limited options for integrations with online services

Business Benefits

1. Conversion to SAP S/4HANA brings:

- Simplicity
- Ease of use
- Modernization
- Preparing for future Innovation
- Aligning cloud and on-premise application scenarios
- Performance improvement (HANA DB)

2. Cloudification - Migration to Azure brings:

- Global scale (availability)
- Lower TCO
- Flexibility and scalability
- Automation
- Speed of deployment
- Guaranteed SLA
- Security improvements
- OPEX vs CAPEX

Classification: Internal

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Possible SAP on Azure Scenarios - Benefits

Scenarios

Development and Test

Quick provisioning of development and test environments with the ability to stop environments any time

Production Environments

"All in". Deploy entire SAP system landscapes to Azure and deliver on cloud-first vision

Disaster Recovery

Keep environments for recovery purposes without additional cost

Archiving

Archive data and corresponding SAP systems audit-proof without running costs and always available

Benefits

40-75%
TCO cost savings

Minutes instead of days
faster provisioning

60%
less storage costs

Higher Agility | **Lower Costs** | **Less Complexity** | **Higher Innovation**

Classification: Internal

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SAP CLOUD READINESS

SAP CLOUD STRATEGY

- Motivation
- Common challenges
- Prepare organization
- KPI and business benefits

SAP CLOUD ASSESSMENT AND PLAN

- SAP on Azure assessment
- Migration approach and plan
- Design and architecture
- Right sizing and TCO

SAP S/4HANA DEMO

- Providing of SAP S/4HANA demo live system on Azure
- Workshop - technical changes and elements of S/4HANA system

SAP CLOUD ENABLEMENT

SAP CLOUD MIGRATION SERVICES

- Provisioning of baseline environment
- Pilot SAP migration
- Migration of SAP

SAP CLOUD BUILD AND INNOVATION SERVICES

- Green/Brown field S/4HANA in cloud implementation
- SAP S/4HANA cloud implementation
- Disaster recovery and business continuity services

SAP CLOUD MANAGEMENT

SAP MANAGED SERVICES

- Performance and service availability
- Monitor changes and utilization
- Configuration and patch management

PROTECT AND RECOVER

- Backup and recovery
- Security and compliance

CONTINUOUS OPTIMIZATION

- Leverage new features
- Improve performance
- Optimize costs

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GOVERNANCE

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Cloud Readiness

Cloud Readiness helps you assess your organization's potential for the cloud

SAP CLOUD STRATEGY	Developing SAP cloud strategy helps map your motivations for cloud adoption of your SAP landscape with specific cloud capabilities in order to reach your desired state of transformation.
SAP CLOUD ASSESSMENT & PLAN	A comprehensive assessment of your current SAP landscape includes digital estate inventory, recomendations on how to leverage it and create system architecture that would result with modernized and cost-optimized cloud SAP landscape.
SAP S/4HANA DEMO	Quick access to the S/4HANA Demo system to get look & feel of this product, accompanied with workshop about technical changes and elements of S/4HANA system.

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Cloud Enablement

Cloud Enablement will better position you to support digital transformation

SAP CLOUD MIGRATION SERVICES

Strategies for migration into cloud fall into four broad patterns: rehost, refactor, rearchitect, or rebuild. The strategy you adopt depends on your business drivers and migration goals so the cloud environment after migration is in line with your wanted business outcomes.

SAP CLOUD BUILD AND INNOVATION SERVICES

Building cloud-based services and SAP applications as well as innovation in cloud can unlock new technical skills and expand business capabilities. Azure can help accelerate the development of each area of digital invention.

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Cloud Management

Cloud Management ensures high-availability, business continuity, security, continuous optimization and improvement

SAP MANAGED SERVICES	Basis support, 24x7 monitoring and diagnostics of SAP workloads on Azure gives you visibility across your resources and how well those assets operate. Improving operational compliance with management services reduces the likelihood of an outage related to configuration or vulnerabilities related to systems being improperly managed.
PROTECT AND RECOVER	Protect and recover services enable business continuity, strengthen security and provide advanced threat protection across your cloud workloads.
CONTINUOUS OPTIMIZATION	Continuous optimization services deliver guidelines on how to take full advantage of cloud performance, features, scalability, flexibility and cost-saving benefits for your SAP landscape.

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Cloud Governance

Governance provides mechanisms and processes to maintain control over your applications and resources in Azure

COST MANAGEMENT

Identify potential cloud-related risks related to IT spending and provide risk-mitigation guidance

DEPLOYMENT ACCELERATION

Accelerate deployments and remove barriers to cloud adoption

SECURITY BASELINE

Ensure compliance with IT security requirements

RESOURCE CONSISTENCY

Ensure resources are configured correctly to address risks

IDENTITY BASELINE

Ensure baseline for identity and access are enforced

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Span – Microsoft – SAP

WE ARE BRINGING INTELLIGENCE, SECURITY AND RELIABILITY OF AZURE TO YOUR SAP APPLICATIONS.

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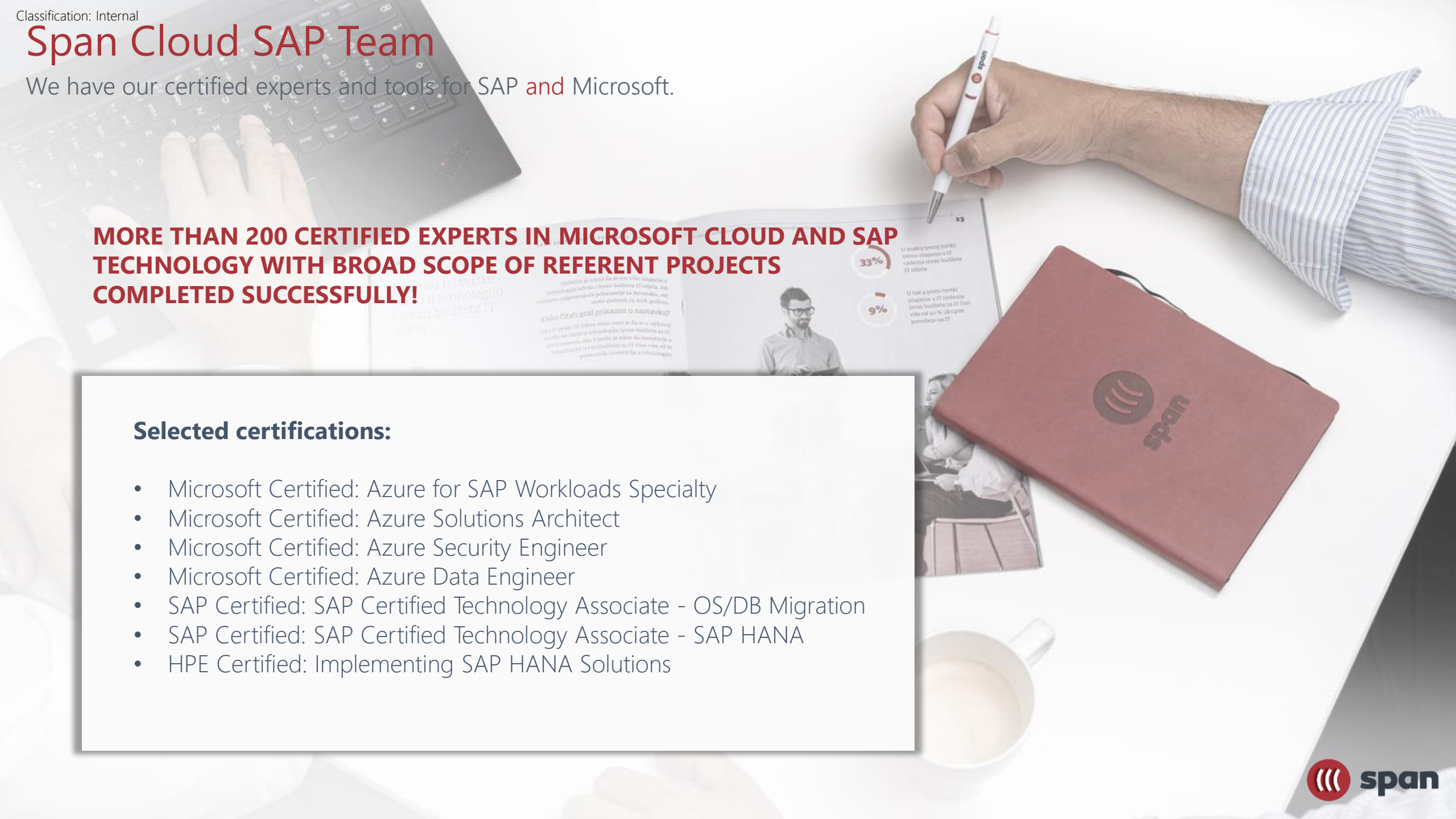
Span Cloud SAP Team

We have our certified experts and tools for SAP and Microsoft.



MORE THAN 200 CERTIFIED EXPERTS IN MICROSOFT CLOUD AND SAP TECHNOLOGY WITH BROAD SCOPE OF REFERENT PROJECTS COMPLETED SUCCESSFULLY!

Selected certifications:

- Microsoft Certified: Azure for SAP Workloads Specialty
- Microsoft Certified: Azure Solutions Architect
- Microsoft Certified: Azure Security Engineer
- Microsoft Certified: Azure Data Engineer
- SAP Certified: SAP Certified Technology Associate - OS/DB Migration
- SAP Certified: SAP Certified Technology Associate - SAP HANA
- HPE Certified: Implementing SAP HANA Solutions

Reference Customers

WE SHARE OUR SUCCESS WITH THE BEST

Thank you!

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APPENDIX

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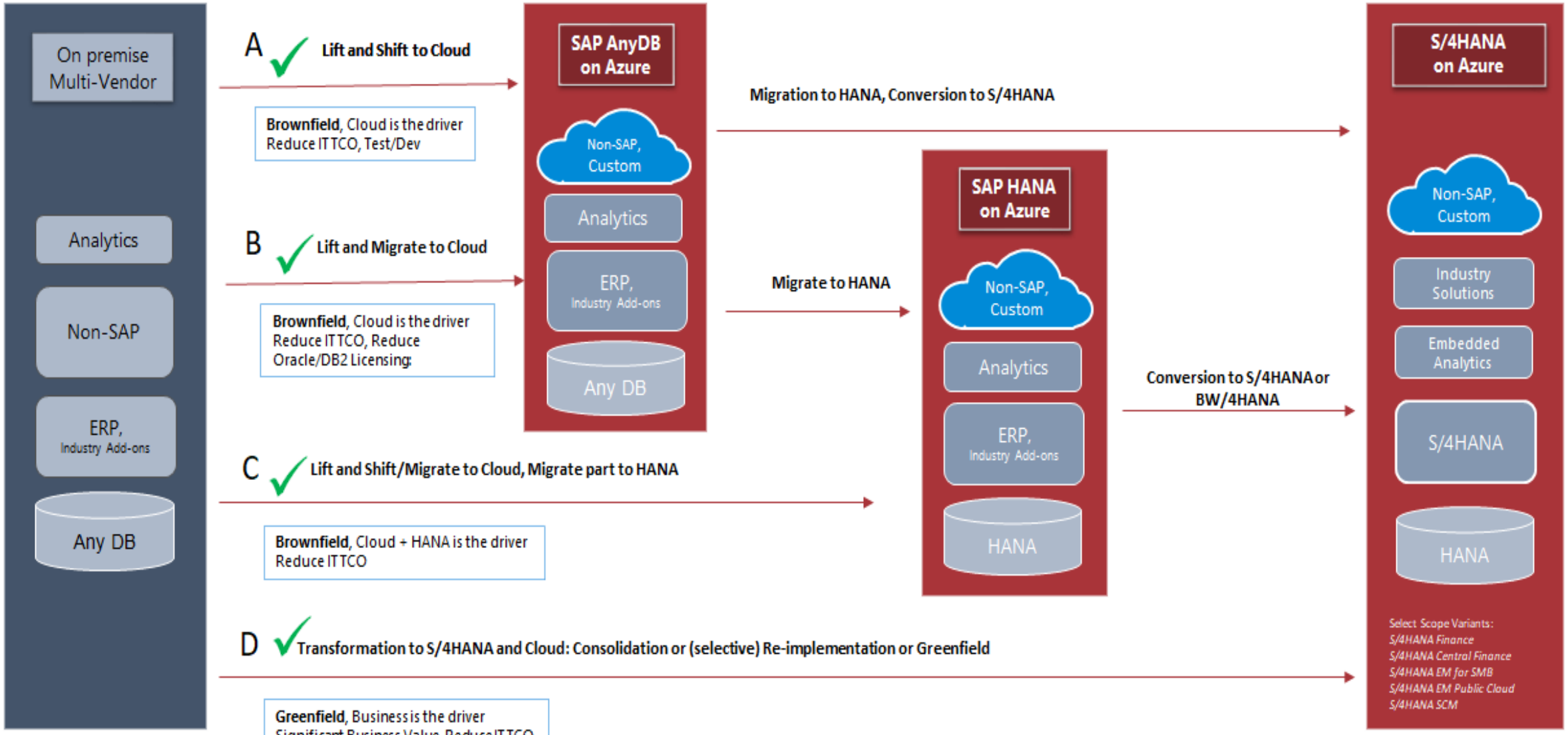
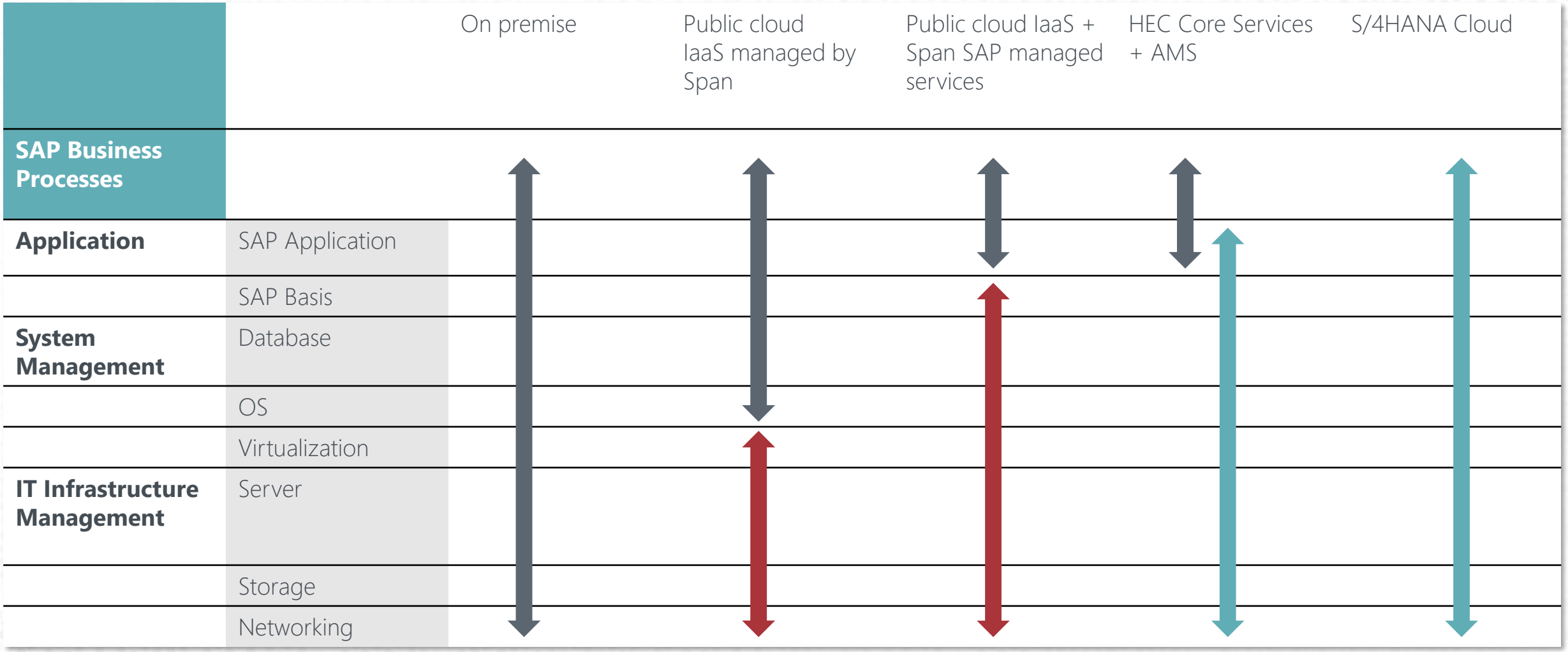
Appendix 1: Cloudification – Migration Options



Appendix 2: Managed Services



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